

PARTNERSHIP PROGRAM

For eCommerce Agencies, Developers & Consultants.



THE 'EASY BUTTON'
FOR **CROSS-BORDER**
Ecommerce
COMPLIANCE



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CROSS-BORDER COMPLIANCE WITH A **CLICK** – SHIPPING, CUSTOMS, VAT AND DUTIES IN ONE INTEGRATION.

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Your Opportunity

Refer merchants to ePAL.

Earn recurring commission on every transaction.

No cap on commissions.

The Regulatory Tsunami

Cross-border compliance pressure is intensifying.

The opportunity is now.

July 1, 2026

the EU's €150 de minimis duty relief ended. Flat rate €3 duty per declaration adds complexity but also creates optimisation opportunity for sales below €150.

Now

Rising Trade Barriers: tariffs, duty volatility & landed-cost complexity are already breaking traditional cross-border workflows.

Next

Additional EU handling fee from November 2026.
Traceable Product IDs required in Customs data.
Product Passports.
Country of Origin evidence.
Additional packaging-related data required by US.

| Simple 1-2-3 Integration

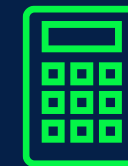


1. Connect



Simply install the ePAL plugin — no coding required. Or integrate via our API. Go live and start processing international transactions **within hours**, not days or weeks.

2. Classify & Sell



ePAL instantly auto-classifies **products** (HS code, destination VAT, customs duty, shipping tax, tariffs) and **displays fully landed costs dynamically at checkout.**

3. Ship



ePAL instantly auto-generates customs declarations, labels, and IOSS documentation with source-of-truth data.



Flexible Carrier Logistics

Choose to fulfill shipments through your existing or preferred carrier or access ePAL's shipping provider network.



Audit-Ready Reporting

ePAL produces comprehensive, exportable compliance reports for VAT remittance, returns, and refunds.

| Mutual Benefits of Partnership



Value to You

Earn recurring commissions on cross-border transactions, uncapped and aligned to your merchants' growth.

Strengthen your position as a high-value partner by providing automated global regulatory compliance for your clients.

Value for Your Clients

Automate cross-border compliance to streamline sales growth, increase market reach, reduce delivery returns & refusals, lower admin, support & operational costs, and much more...

Gift your merchants €10,000 in fee-free cross-border transactions to get them started.

ePAL is free to install, no lock-in or hidden fees, just streamlined cross-border sales growth.

Revenue Share Multiplier



Scale Your Recurring Revenue.

ePAL is free to install with no hidden fees and full technical support—meaning easy integration for your clients. We operate on a simple transaction-only fee model that offers an uncapped, recurring 20% partner revenue share*. As your clients' global sales grow, your passive commission grows automatically.

20%

Partner Commission

Example:

Referred Merchants	Avg. Cross-Border GMV	Total Portfolio Cross-Border GMV	Your Annual Commission
10	\$2,000,000	\$20,000,000	\$60,000
10	\$5,000,000	\$50,000,000	\$150,000
10	\$10,000,000	\$100,000,000	\$300,000

Revenue Share at Scale

We charge a flat 1.5% transaction fee.
You receive 20% of that revenue.

*Calculation Model: Portfolio cross-border GMV × 1.5% ePAL Transaction Fee × 20% Partner Payout Share, cleared monthly.

1.5% ePAL Transaction Fee charged on cross-border transactions only. Capped at €1.

The Cross-Border Problem

Sticker Shock at Delivery

Customers see unexpected VAT & duty charges on arrival — they refuse delivery and demand refunds.

EU VAT complexity

Each EU country features different VAT rates, unique reporting deadlines, and remittance rules.

IOSS Confusion

EU duty-free imports under prior setups end July 1, 2026, forcing complex charges onto every individual shipment.

Wrong Product Codes

Incorrect HS/tariff codes lead to overcharging, increased customs holds or returned and destroyed shipments.

US Sales & Use Tax

Sales to US States can result in 5 different taxes, depending on the product, the delivery Zip code and the intended use.

Months of Setup Time

Merchants spend months patching together localized VAT tools, customs brokers, and international shippers.

Returns Nightmare

Cross-border returns require intensive documentation and tariff reclaim setups most merchants completely lack.



ePAL eliminates every one of these issues.

All-In-One Integration

Cross-Border Capability	Tax Calc Plugin	Shipping Tool	Compliance Tool	ePAL GLOBAL
 Product Classification (HS6 => HS10 etc)	✗	✗	✗	✓
 Product Tax rates & calculation	✓	✗	✗	✓
 Customs Duty rates & calculation	✗	✗	✗	✓
 Shipping rates	✗	✓	✗	✓
 Shipping Tax calculation	?	?	✗	✓
 Apportion Shipping Tax across basket for Tax reclaims	✗	✗	✗	✓
 OSS validation & reporting	✗	✗	✗	✓
 Sanctions & Restrictions screening	✗	✗	✓	✓
 Customs-ready documentation & data	✗	✓	✗	✓
 Carrier integration & handoff	✗	✓	✗	✓
 End to end traceability, audit trail & reporting	✗	✗	✗	✓



Who We Serve

eCommerce merchants

1.5% transaction fee with €1 cap
(cross-border transactions only)

Automated compliance at the customer checkout with real-time VAT calculation & optimisation, customs duty calculation & optimisation and sanctions screening.



Importers

€99 /month or €999 / year

Pre-shipment landed-cost visibility, duty and VAT validation, supplier data checks, and stronger control before goods are purchased or moved.

Contact us for full Importers capabilities



Logistics providers & Postal Authorities

Tailored Cross-Border Services

Add landed-cost, customs, and compliance capability to their offering, helping reduce holds, refusals, border friction, and surprise charges for clients.

Contact us for full logistics capabilities



Partners can refer any of these client types to add ePAL Global to their tech stack.

Please contact us for Importer & logistics-provider referral commissions.

Platform Coverage & Roadmap



Active Now

Native WooCommerce plugin for product classification & in-checkout landed cost.
Shopify plugin for product classification & pre-shipping tax & duty optimisation.
API built on Amazon AWS for scalable, robust integration.

Europe

Dominating the EU corridor, representing 30% of global cross-border trade. We solve the 27-country compliance minefield with one plugin or one API call.

United States

We integrated directly with US-based Tax specialists to streamline correct Tax categorisation and calculation – or integrate with your existing provider. [Enquire.](#)

Next

Simplifying cross-border compliance for UK, CAN, UAE, and APAC inbound corridors.
New extensions for other major platforms are on the way – [Enquire.](#)

Expertise You Can Trust



David Deputy
Co-Founder & Chairman

David brings decades of enterprise software, tax technology, and international trade compliance leadership & policy. He serves on numerous intergovernmental committees and has presented to the OECD and WCO on use of advanced and emerging technologies to modernise compliance. He has decades of expertise in customs compliance, cross-border trade solutions and building B2B SaaS platforms that solve regulatory complexity at scale.

Passion: Removing friction from international trade so eCommerce businesses can reach International customers with confidence.



Ron Healy
Co-Founder & CEO

Ron is a seasoned technologist and product innovator with extensive experience in cross-border eCommerce, software product innovation and Regulation-driven change. An authority on lean innovation in highly regulated sectors, he provides ePAL with on-the-ground regulatory compliance expertise, a focus on '*minimum complaint product*', and the depth and nuance to scale compliant solutions globally.

Passion: Leveraging regulations as innovation opportunity rather than growth obstacle.

| Ready to Partner?



€10,000 in free credits, courtesy of partners, is limited to early partners.

Book a call today.

Click to contact:

ePAL@ePALGlobal.com

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- **Support:** all ePAL products come with full technical and customer support.
- **Documentation:** Full API reference including Postman collection, integration guides, and FAQs.
- **Flexible partnership** models considered.
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